

A Note to Specifiers Regarding Bid Day Practices **New Low with Potential for Real Problems**

JRC Inc. has been serving the Utah market as a Manufacturer's Representative since 1945 and through the years we have distilled a guideline for our operations we refer to as **People, Products, Service**. While all three of these legs are vitally interdependent the People on staff here and the Products we promote are tooled in tandem to provide the most efficient and customer oriented service programs available.

With that in mind we want to alert our friends in the Engineering and Lighting Design community to a bid day practice which we feel is counter productive to effective service. We've been informed by our wholesale market partners that **a local agency** has come up with a very different method of distributing competitive pricing on bid day.

The practice is referred to as a "**Call Out**" and entails the contacting of local distributors on the day of the bid and extracting or extorting from them the lot pricing that they have received from JRC Inc. and other representative agencies that are involved in the bid. This pricing "feedback" is requested without first proffering any bill of materials or quotation up front. This "feedback" is then offered back to the manufacturers this agency represents with the goal of beating these "fed" numbers.

We have all heard about similar practices before and curtailing bid peddling is a battle we wage on a daily basis. We choose our market partner's carefully with the trust and belief that we go to market with honest and dependable people. It is part of the reason we refer to our stocking distributors as "Alliance Partners". This "**Call Out**" device has, in our opinion, taken the feeding of numbers to a new low.

A low with the potential for real problems when it comes to meeting your design intent and our desire to "**Meet Specification**"!

Without taking the time to assemble a bill of material how can an agency guarantee to you that they have done the due diligence necessary to verify a correct take off? Even under close scrutiny it is all too easy to miss the nuance of every specification and part number. The practice of simply "**Calling Out**" to the distributors in order to beat a price without care or concern for your design can lead to horrendous problems in the submittal process. The precious time that could be wasted going back and forth with rejections, re-submittals and RFI's will only serve to tarnish the reputations of all Sales Agencies including those of us that value your time and want things done above board and in a correct and timely manner.

Our care and concern have led us to institute a wide range of services to assist you and our market partners. Our JRC Alliance program insures solid service to "Alliance Partners" and Electrical Contractors via our partners. JRC STAT is a service instituted to give our partners thorough and real time information on their open orders. JRC CONNECT will also speed response time by giving our partners the ability to find quick ship items we carry, price them and submit cut-sheets in the fastest time frame possible. On the project end we have also instituted Submittal Reviews in-house and with Distributors and Contractors present to identify questions **BEFORE SUBMITTALS ARRIVE AT YOUR DESK**.

These services are pursued and refined so that we may demonstrate the respect that your hard work deserves. While it may be wholly inappropriate to suggest you actively involve yourself in Representative Agencies bid practices we feel it is worth the time to illustrate the differences between those that care about what you do and those that simply want to "be low".